



**BT SA**  
**INTELLECTUAL INFRASTRUCTURE**  
**CORPORATE PROFILE**



## Company Overview

Being a system integrator, it is clearly understood that network cabling, wireless communications, access control, monitoring and all other aspects of integration, is a vendor independent process that must meet business needs, linking islands of processing power and users to form a cohesive platform upon which, businesses may grow and remain competitive in a world of increasing competition and pricing pressures.

## Vision Statement

- To remain at the forefront of the latest technologies, providing the best solutions in Infrastructure, Information Technology and Communication to both the national and international market.
- To build on excellence in breaking new ground, fostering new ideas and keeping abreast of latest market trends in the ITC arena.

## Mission Statement

- To offer specialised consulting in identifying clients ever changing networking needs, ITC requirements and future growth capacity.
- To provide high quality cost effective networking infrastructure and communications solutions.
- To guarantee a consistently high standard of workmanship, quality control and after sales support.

## Quality Policy

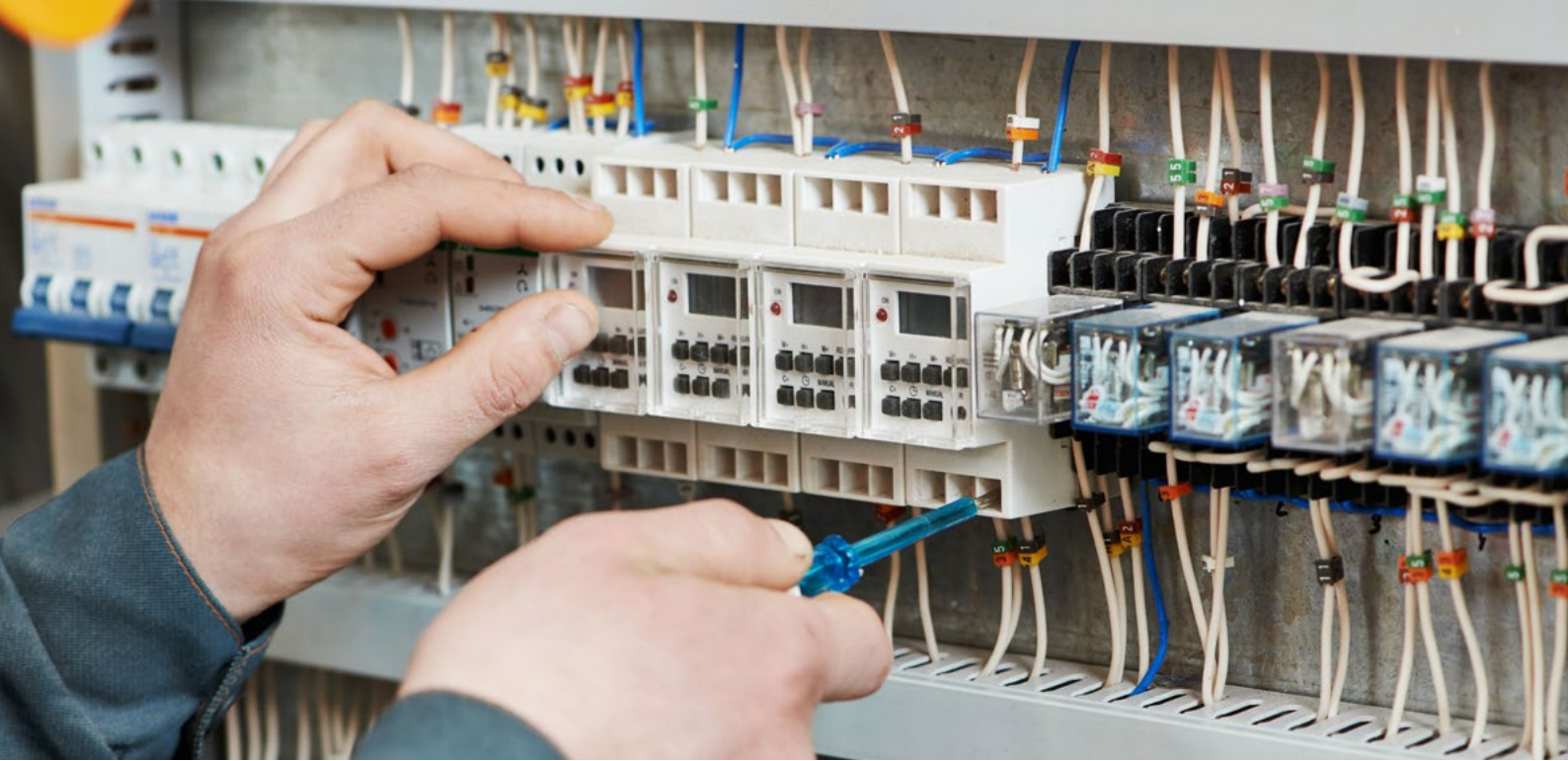
- To remain true to our beliefs and values regarding our Clients, our employees, our suppliers and all other business associates.
- To achieve an overall awareness of quality assurance and to create a climate of continuous improvement of quality within BT-SA.
- To constantly ensure that all our employees are adequately equipped and trained to perform their duties in a commendable manner.
- To continuously work according to internationally recognised standards.

## Background and Parentage

BT-SA is a highly specialised Network Infrastructure Company that focuses on providing high level turnkey solutions that meets the stringent demand of modern business. Combining various technologies, "State Of The Art" solutions are achieved that not only meets, but exceed customer needs within budgetary constraints.

The Company has re-aligned its shareholding in an ongoing effort to reflect the current population and gender equality of South Africa. To date 30% of the shareholding has been transferred to black previously disadvantaged individuals who are all active members of the workforce and management team. The shares are held in trust with all "PDI" employees being trustees. No other person/s are involved in the trust or privileged to the financial benefits of the trust. Annual declared dividends are distributed in equal shares to all members of the trust.

The current BEE Status of the Company is at level 3 with the goal set to achieve level 2 by middle 2015.



## Philosophy

BT-SA maintains a philosophy of providing the communication industry with the most up to date, reliable and financially viable infrastructure solutions, designed to optimally meet customer requirements. Technology is therefore implemented to support the business rather than tailoring the business to fit the product.

The company owes its success not only to its dedicated skilled labour force, but also to its commitment to personal service, quality and its focus on customer satisfaction.

### **Ongoing commitment to design and install systems to the prevailing world standards and industry trends, sees the company associated with organisations such as:**

- APC UPS – Select Partner.
- ATC - Fibre Optic Cable Installer.
- BICC Brand-Rex - Certified Registered Installer.
- BICSI – Corporate Member.
- CAMSECURE – Axis surveillance equipment & Milestone video management software.
- CIDB – certified by the Construction Industry Development Board as 2ME (Mechanical Engineering Grade 2) and 5EP (Electrical Engineering – Infrastructure Grade 5).
- ECASA – member of the Electrical Contractor's Association (South Africa).
- Electrical Contractor – registered with the Department of Labour as an electrical contractor.
- GEOVISION – GeoVision CCTV equipment & monitoring.
- INFOTECH - Certified FibreFlow Blown Fibre Installer.
- KRONE – Gold Level Installer.
- LeGrand – LCS Certified Installer.
- MEGAnet – Installer.
- MODRACK –Accredited Reseller.
- MOLEX – Certified Installer.
- NETSHIELD - Certified Installer/Reseller/ Configurator.
- OPTRONICS – Certified System Integrator.
- PANDUIT – Registered Installer.
- POWELLTRONICS – Certified installer of Impro access control & time and attendance systems.
- PSIRA – registered as a Security Service Provider with the Private Security Industry Regulatory Authority.
- REGAL SECURITY – Access control hardware.
- RIT TECHNOLOGIES – One of three national certified PatchView partners.
- SOFTCON – Approved Installer/Distributor of SoftCon access control systems.
- TELEGÄRTNER ELITES- Certified Partner Installer.
- The SOUTH AFRICAN FIBRE OPTIC ASSOCIATION – Member.
- TRIPP LITE UPS – Critical Application Partner.

## Geographical Coverage

Services are delivered on a national basis either through own resources or through the utilisation of partners in each of the nine provinces of South Africa. All these partners are responsible for providing the customer base within that area with four distinct services - Sales, Technical Customer Services, Professional Consulting and Administrative Support.

The head office located in Midrand - Johannesburg provides all the regions with specialised logistical and financial support to ensure the smooth running of these independent business units.

These remote "business units" are also capable of, and are equipped to handle local client requirements, local call logging and liaison (as well as servicing these calls), inclusive of all infrastructure requirements.

This allows for the seamless support of a national customer base across all regions in South Africa.

---

## Operating Strategy

Throughout the more than 30-years of operation it has never been the Company's aim to be the biggest infrastructure installer in South Africa, but rather the best, most reputable provider of service and solutions to its pristine customers.

BT-SA thus engenders a positive culture revolving around the four basic values, which it sees as its cornerstones:

- Total Customer Satisfaction through unselfish commitment.
- Provision of a Top Quality Service.
- Honesty and Transparency in all business dealings.
- Recognition of the Individual's Performance.

The main objective remains to provide technically sound, effective, quality solutions to meet its customer's business challenges and requirements, at a competitive price.

The inclusion of hands-on training and transfer of skills combined with responsive after sales service & support through SLA's (Service Level Agreements), completes the circle of successful project implementation.

## CALL US NOW

On +27 11 314 0601/2/3 or send a mail to Email [sales@bt-sa.co.za](mailto:sales@bt-sa.co.za)

## Approach and Professional Responsibility

In the initial phase of project scoping, very substantial emphasis is placed on understanding the customer's business requirements through a thorough consultative business process. BT-SA accepts full responsibility for all solutions provided and therefore understanding the core drivers and differentiators of the client's business is imperative. With this understanding, technology is selected and applied to increase efficiency and effectiveness and to provide platform mechanisms, which ensure that tangible returns on the technology investment are achieved through amongst others, productivity enhancement.

---

## Areas of Activity

Our contracting services in the infrastructure arena are wide-ranging and include:

- Construction of cable routes - indoors and outdoors.
  - Data centre audit, design and planning
  - Design and implementation of a variety of solutions - environment monitoring and building management, fire detection and suppression, access control and
  - CCTV, electrical and electrical power
  - Detailed hand-over documentation for all infrastructure solutions.
  - Emergency repair service for all facets of ICT infrastructure.
  - Implementation & management of service level agreements
  - Network design - structured cabling, wireless & VSAT solutions
  - Quality assurance and project management
  - Route and site verifications
  - Site surveys and audits
  - Specialist fibre optic deliverables - example blown fibre infrastructures
  - System commissioning including performance verification
- 

## Customer Profile

Our services are wide-ranging, supplying from high-end data centre solutions to a simple copper connector. Our corporate client portfolio includes a broad spectrum of companies, such as (in alphabetical order):

- Airports Company of SA
- Ampath
- Anglo American
- AVI
- British American Tabaco
- BCOCC
- BP South Africa
- Business Connexion
- Cadburys
- CALTEX
- Cargo Carriers
- Clientele Life
- CSIR
- Datacentrix
- Denel Aviation
- Department of Justice
- Department of Defence
- Department of Health
- Edcon
- Good Year
- Intercare
- Mercedes Benz SA
- Metropolitan Life
- MetroRail
- Old Mutual
- Pick & Pay
- SABS
- Safran
- SARS
- SASOL
- Sanlam
- Santam
- Shell SA
- S.I.T.A.
- Sizwe
- TCM
- South African Bank of Athens
- South African Police Services
- Telkom S.A.
- Total
- Vodacom
- Ubank
- University of Johannesburg
- University of South Africa
- WBHO
- Xstrata Minerals – Rustenburg



## Product Representation

Driven through customer requirement many products are utilised to deliver solutions that are not only technically sound, but will also deliver a favorable return on investment. Long standing relationships have been forged with many suppliers of technology and suppliers are readily easily accessible. Our service offering does not end with the supply and installation of products - we also offer technical consultation regarding the design and implementation of ICT facilities/infrastructure such as:

- Access control and surveillance solutions
- Cabling systems - UTP, STP, FTP and SFTP
- Data centre design and construction
- Electrical system design and installation
- Environment monitoring and building management systems
- Fibre optic systems, including blown fibre, along aerial and trenched pipe routes.
- Surge and lightning protection
- Fire detection and suppression systems
- Precision and ambient cooling systems
- Raised flooring, underfloor and overhead cable routing systems
- Telephone and Voice over IP cabling systems
- Uninterruptible, standby and alternate energy power supply systems.
- Wireless communications - RF, Laser, Microwave

---

## Installation and Contracting

In addition to supplying prevailing technology solutions, we ensure that the installation is of the highest possible standard. Exhaustive testing with state of the art test equipment ensures a fully functional end result.

With the biggest company asset being the staff, we ensure top quality training programs to ensure that staff stays abreast of the latest technical and quality standards. This practice has led to highly qualified individuals in the organisation to cover every aspect of the ICT industry.



## Quality and Standards

BT-SA is a founder member of the Data Cabling Association of South Africa and a corporate member of the BICSI international body – organisations focused on achieving ICT facilities of the highest quality.

In addition to the above we have our own standards based upon international standardisation organisations such as TIA and EIA. As registered installer / partner for all products utilized, we are able to guarantee our work including issuing to our customers a 15 to 25-year manufacturer warrantee on installed cabling systems.

This standard of workmanship applies to all ICT facilities and infrastructure deliverables

### **BT-SA is one of only a few companies in South Africa providing our clients:**

- A 24 x 7 Service Desk as single point of contact for all requests for service – new installations, adds, moves and changes and remedial service.
- Design and planning by Certified Data Centre Professionals (CDCPs)
- Dedicated Quality Assurance personnel
- Qualified Project Managers
- Professional Health and Safety Officer.

---

## Conclusion

Dealing with BT-SA is a journey rather than a quick race to the finish. In business since 1982, the company and its highly skilled personnel understands customer satisfaction and the importance of optimal solution delivery. The knowledge that each initiated project remains BT-SA's responsibility until sign-off and acceptance, ensures piece of mind and guaranteed customer satisfaction.



**BT SA**  
**INTELLECTUAL INFRASTRUCTURE**

☎ 0860 105 183 | +27 11 314 0601/2/3  
📠 +27 11 314 0189  
✉ sales@bt-sa.co.za | www.bt-sa.co.za  
✉ P.O. Box 50468, Randjies Park, 1685  
59 Lechwe Str, Corporate Park South,  
Midrand, Gauteng

